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461.8241/5-655

FOREIGN SERVICE DESPATCH

FROM : AMCONSULATE, IZMIR

82
DESP. NO.

TO : THE DEPARTMENT OF STATE, WASHINGTON

May 6, 1955
DATE

REF : Consulate Despatches Nos. 39 and 52 dated 12/14/54 and 1/19/55

4 For Dept. Use Only	ACTION	DEPT.
	COM*-10	INFO A/REP-2 OLI-6 NEA-4 E-4
	REC'D 5-16	OTHER CIA-5 FOA-10 TAR-2 TR-3 FRB-2 ARMY-4 NAVY-3 OSD-4 AIR-3

SUBJECT: Soviet Trade Offensive in Turkey

The Consulate reported previous Soviet efforts to stimulate trade with Izmir merchants. No further information has been obtained in connection with these direct attempts to establish commercial relations on a sustaining basis. The Soviets have now, however, resorted to the newspaper medium in their campaign to increase trade. Enclosure No. 1 appeared in Ticaret, the Izmir Journal of Commerce, in its edition of April 26, 1955. This advertisement requests interested merchants to contact the Soviet organization, V/O Machinoexport, direct at its Moscow address: MOSCOW, G - 200, Pl. Smolenskaya Zennaya 32/34. The cable address is given as Moscow Machinoexport'a. V/O Machinoexport is apparently able to supply heavy machinery such as compressors, printing presses and textile looms and steam shovels. This organization exhibited some of its products in the 1954 Izmir International Fair. (See Consulate Despatch No. 32 dated November 15, 1954.)

This new - in Izmir at least - departure in Soviet tactics is viewed with interest since the Soviets have heretofore kept their trade activities in Izmir on a personal basis and as quiet as possible. It may be that this is the beginning of an intensified effort to attract Turkish business. The Izmir business community is believed to be receptive to trade anywhere that will provide its requirements. The oppressing shortages arising from the critical lack of foreign exchange are the primary reason for the fact that Turkish businessmen are interested in Soviet overtures. They contend that materials and equipment must be forthcoming for continued operation and that the source of these items is no longer so important. At the same time they recognize the future possibilities and approach the negotiating with wariness -- but they will trade in order to get their essential requirements.

The present ad does not list any Turkish firm or person who is acting as representative or agent for the Soviet organization. The editor of Ticaret has informed the Consulate that the ad was placed with the newspaper's Istanbul office by a large Turkish firm but that he does not know the identity of this firm since only the text of the ad was transmitted to him. A local businessman later informed the Consulate, however, that a member of the Ticaret staff told him that the Soviet commercial attaché, who visited Izmir recently in connection

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with the Soviet purchase of raisins, placed the ad personally with Ticaret. Further developments will be reported.

Edward L. Waggoner
American Consul

Enclosure
1) Advertisement from Ticaret.
April 26, 1955 edition
(Department only)

Distribution:
Orig., mat & copy to Department
cc: AmEmbassy, Ankara (3)
AmConGen, Istanbul
GTI, Washington

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FOREIGN SERVICE DESPATCH

FROM : AmConGen, Istanbul, Turkey

13
DESP. NO.

TO : THE DEPARTMENT OF STATE, WASHINGTON.

July 7, 1955
DATE

REF : CERP May 5, 1954 Section C-4

15 For Dept. Use Only	ACTION	DEPT.
	E-5	INFO RM/R-2 A/REP-2 OLI-6 NEA-4 EUR-5 ICA-10 IO-4
	REC'D 7/18	OTHER CIA-6 AG-7 COM-10 IN-7 TR-3 TAR-2 OSD-2 FRB-2 ARMY-3 NAVY-3 AIR-3

SUBJECT: Turkish Trade with USSR

A member of the executive board of the Istanbul Chamber of Commerce informed the reporter that Turkish Trade with the USSR is now progressing steadily - Turkish authorities reportedly are readily issuing import licenses for the USSR. These licenses cover such items as construction materials such as iron and steel bars and rails, iron and steel tubes and plates, Rumanian timber, Russian pulp, and other products such as pharmaceuticals (raw products) and cotton textiles.

According to the Chamber of Commerce representative the present commercial medium through which Turkish-Russian trade is conducted, consists of a number of barter agreements concluded between private Turkish merchants with the indirect blessing of the Turkish Government, and various Russian state enterprises. The source also revealed that a similar agreement was recently concluded between Naim ULUS and Russian interests. Ulus' barter agreement, reportedly, amounts to Pounds 2 million (sterling) of imports and exports. The Russians are to supply Turkey with the above mentioned items in exchange for Turkish livestock with a limited option on Turkish tobacco.

The source, who was issued a Pounds sterling 95,000 import license for Russian pharmaceutical raw products states that Russian prices vary from 5-10 percent above normal EPU prices but considerably lower than Turkish wholesale prices.

Reliable market sources state that recent unofficial talks between the Istanbul Chamber of Commerce officials and the Russian commercial attache centered around the possibility of importing Russian petroleum in exchange for unspecified Turkish commodities. An Istanbul Chamber of Commerce source added that the petroleum concerns Batum petroleum and not Rumanian as rumored on the market. This same source stated that Russia was greatly aware of the seriousness of the present Turkish petroleum shortage and that they are trying to take advantage of Turkey's position by asking higher prices than they usually offer to Italian and Finnish distributors.

For the Consul General
John A. Birch
American Consul

CC: GTI, Washington
AmEmbassy, Ankara
Paris for USRO/ST

VCaripides/sm
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RG: 59
Entry: EE Trade
Box: 1995

TAB #: 13
1/1/5

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The item identified below has been withdrawn from this file:

File Designation 461.8241/5-3157
Tel 1008

Date 31 May 57

From Istanbul

To SecState

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NND 907459
Authority

6/25/91
Date
IOA

13

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CONFIDENTIAL

Control: 6678
Rec'd: June 11, 1957
4:25 p.m.

NEA MESSAGE CENTER
1957 JUN 12 AM 7 0

FROM: Ankara

TO: Secretary of State

NO: 2834, June 11, 3 p.m.

SENT DEPARTMENT 2834, REPEATED INFORMATION MOSCOW 40, ISTANBUL 399, IZMIR, ISKENDERUN UNNUMBERED.

Re Istanbul telegram 1008.

1. Noting recent Lincoln courtesy call on Gokmen (Foreign Ministry) brief discussion ensued on Soviet bloc offers to Turkey. Gokmen indicated nothing new about such offers as they have been continuing over past several years. (Turk press, however, takes line that new Soviet economic offensive in Turkey has coincided with arrival new Soviet Ambassador). Initially offers were made through Foreign Ministry but as they were politely refused or ignored, Soviets for some time have been endeavoring by-pass Ministry and make offers directly to other government departments and private concerns. As result, Gokmen said, Ministry has issued instructions that all offers should be brought to its attention.

2. Acknowledging Soviet proposals to IM Bank and to Emlak Kredi Bank but not commenting on them specifically, Gokmen stated that on purely economic grounds many bloc offers have been attractive. Turkey's inability market some of its products in EPU and dollar areas, plus internal commercial pressures, have led to acceptance of some of them although in general government has discouraged trade with bloc. Turk Government Gokmen indicated, is fully alert to implications of Soviet bloc offers.

3. Apparent that IS Bank mission has as one of primary interests Soviet offer to provide glass, soda ash and caustic soda factories, (IS Bank at present owns Turkey's only glass factory). Cesmebasi, President of Foreign Trade Department of Ministry Commerce and Economy has confirmed this. Yazici of IDB has told us offer involves TL 30 million of equipment, with prices quoted being about 10 percent below world market level. His information obtained from Avvunduk, Director General of IS Bank. Yazici advanced personal opinion that one

motive

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motive behind GOT acquiesence this mission is desire test US Government reactions.

4. We believe it would be unwise for US to evidence to Turks unusual interest or excitement over this and other Soviet offers. On appropriate occasion, however, Embassy can draw attention to effect that acceptance of any Soviet bloc impact offers may have on present very favorable and sympathetic US public opinion towards Turkey to which its firm and realistic anti-Russian attitude has contributed so significantly.

WARREN

AAL:DEM/6

REC'D
JUN 12, 1957
Economic Section
Office of Greek, Turkish
and Iranian Affairs

JUN 14 1957

INCOMING TELEGRAM 59 Department of State

Rm/R

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NEA MESSAGE CENTER

1957 JUL 29 AM 11 21

461.8241/7-2957

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Confidential File

31

Action NEA

Info RMR SS SP C W L EUR UOP E CLI DCL ICA OCB CIA OSD ARMY NAVY AIR

CONFIDENTIAL

Control: 17108
Rec'd: July 29, 1957 7:32 a.m.

FROM: Ankara

TO: Secretary of State

NO: 231, July 29, 11 a.m.

SENT DEPARTMENT 231, REPEATED INFORMATION PARIS TOPOL 10, MOSCOW 5, ISTANBUL, IZMIR UNNUMBERED

In informal conversation July 26, Embassy Economic Counselor asked Isik, Assistant Secretary General, Foreign Office for any information he would care to pass along on IS Bank Mission to Moscow.

Isik stated that two contracts had been concluded between IS Bank and Appropriate Russian organization covering caustic soda and glass factories to be supplied on credit basis with repayment in goods. Isik stated Foreign Office had not yet examined contract but will be called upon to give its approval. He indicated approval would be given if payment condition, prices, quality, etc., are satisfactory. He professed not to know amount of credit involved but thought it would be repayable over 10-15 year period. He stated above were only agreements reached during Moscow visit. He admitted number of potential proposals may have been discussed but were not seriously considered.

Isik commented that Turkish economy had great need for the products those new factories would produce. Turkey did not solicit Soviet offer but since it was made and appeared to offer promise it was followed up. Present thinking is that Turkish exports required to liquidate credit will be those normally exported to Iron Curtain countries and not those for which market exists in Western world. In fact, Turks may seek to divert some of their exports which now go to other Iron Curtain countries to Russia to meet payments under the credit.

Reacting to counselor's comment that public opinion in the US may be somewhat surprised and perhaps disappointed at Turkey's action, Isik stated that Turkish public opinion likewise could not be overlooked. Turkey was one of last countries to begin to normalize trade relations with Soviets.

Alluding as

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REC'D
JUL 29 1957
Economic Section
Office of Greek, Turkish
and Iranian Affairs

Alluding as well to President's comment re Wilson-Zhukov meeting as indicating attitude of West towards Russia, he suggested Turk public would not easily understand why government did not now take advantage of commercial proposal that seemed very much in Turk interest. This particular transaction, he continued, was of limited scope and did not represent any basic change in Turkish policy. It certainly did not indicate any lessoning awareness by Turks of Soviet threat.

WARREN

DHP : DT

JUL 30 1957

INCOMING TELEGRAM *Department of State* **ACTION COPY**

32

CONFIDENTIAL

Control: 15944
Rec'd: August 26, 1957
10:29 a.m.

File copy

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FROM: Ankara

TO: Secretary of State

NO: 501, August 26, 11 a.m.

SENT DEPARTMENT 501 REPEATED INFORMATION MOSCOW 14, PARIS TOPOL 28, ISTANBUL, IZMIR, ISKENDERUN, UNNUMBERED

Reference: EMBTELS 401, repeated Moscow 9 and 410 repeated Moscow 10.

Background of current Soviet trade mission visit is Soviet economic offensive in Turkey which has been going on for more than year. Cihat Iren, General Secretary of Turkish Union of Chambers of Commerce and Industry, in conversation August 23 with Embassy economic counselor offered following comments: Soviets have sought on numerous occasions to persuade union to send delgation to USSR but have always been refused. Following unsuccessful efforts by Sumer Bank and other banks to obtain glass factory from non-Soviet sources, Isbank group visited Russia in June-July and accepted Soviet offer which was a good one. After that Soviets proposed that Avunduk, president of union, and Iren visit Russia. After discussion with Prime Minister this invitation was declined. Then Soviets proposed that industrial group visit Izmir Fair. Cihat Bey was surprised at high-level nature of mission which came. Union of Chambers has done nothing for the mission and has even refused receive it on various pretexts, although Avunduk did receive mission in his capacity as president of Isbank (Embassy comment: Visit of US trade mission has been under union sponsorship from start to finish, and union has made splended arrangements for it everywhere). Cihat Bey expressed some fear over possibilities for further development of Turkish-Soviet trade and gave impression that certain elements in present government for blackmail purposes might be tempted be more responsive to Soviet bait. Iren asks that his comments be kept very confidential.

Press reception

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SEP 26 1957

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Press reception of both glass and caustic soda factory delegates and Soviet trade mission has been generally favorable, though certain warnings have been sounded, notably by A.E. Yalman of Vatan. Danger is that elements favoring Prime Minister's plans for rapid development of Turkey, dissatisfied at what they consider inadequate monetary support of those plans by West, may exert increasing pressure to take up tempting Soviet trade, credit and investment offers.

WARREN

BB:AR

AUG 28 1957

RG: 59
Entry: EE Trade
Box: 1995

TAB #: 14
1/1/c

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File Designation 461.8241/9-457
Tel 588

Date 4 Sep 57

From Ankara

To Sec State

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Date
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FOREIGN SERVICE DESPATCH

ECO Young

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FROM : AMCONSULATE GENERAL, ISTANBUL. 123 DESP. NO.

TO : THE DEPARTMENT OF STATE, WASHINGTON. SEP 11 1957 September 10, 1957 DATE

REF : CERP Section D, Item I-A-6.

For Dept. Use Only	ACTION	DEPT.
17	EX	INFO Rm/R-2 NEA-4 EUR-5 Rep-2 ol-8 ICA-10 P-1 S/EWC-1
	REC'D 9/16	OTHER Com-12 Air-22 TR-3 TAR-2 OSD-2 IN-3 Ag-8

SUBJECT: EXCON: Soviet Trade Mission Press Conference in Istanbul. USIA-10 FRB-1 Army-4 Navy-3 Air-3

The three-man Soviet trade mission now touring Turkey arrived in Istanbul on August 31, 1957 after visits to the Izmir Fair and Ankara. On September 2 the trade mission held a press conference at the Soviet Consulate General at which a prepared statement was distributed and reporters' questions were answered. The conference was well-attended and was fully reported by the Istanbul press the next day.

The prepared statement, besides expressing thanks for Turkey's cordial reception and the usual sentiments about strengthening commercial ties between the two countries, praised the Izmir Fair and particularly the Turkish exhibits which it said reflected "the achievements made by Turkey in the course of recent years in the domain of both industry and agriculture". As a local note the statement added the wish that "Turkey should succeed also in the reconstruction domain as she has in many other fields".

The prepared statement also referred to the two Turkish textile factories built with Russian assistance in the 30's, projects out of which the Soviets have been getting plenty of propaganda mileage during the current economic offensive, and to the recently concluded agreement for the construction of a glass plant and protocol for the construction of a "caustic soda and calcium factory".

During the question and answer period the mission announced that it had invited a group of eight Turkish businessmen, including Uzeyr AVUNDUK, General Manager of the Is Bank and President of the Union of Chambers of Commerce and Industry, to visit Moscow but that no firm date had been fixed. The mission also stated that Russia was not anxious to make direct investments in foreign countries but preferred to deliver installations on credit. The mission pointed out that the credit terms offered by Russia (five years, three to five percent interest) are more favorable than those offered by other countries.

Almost all press accounts noted that before answering the reporters' questions, the members of the mission conferred at length among themselves and then in most cases made an evasive reply.

Aside from the factual reporting of the press conference, the trade mission visit to Istanbul has drawn very little press reaction. The only extensive editorial treatment appeared in Son Posta, a Government-line paper. The Son Posta lead editorial of September 3 written by DP Deputy S. R. EMEC pointed out that

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Russia and Turkey do not always see eye to eye in the field of international relations and expressed doubt that normal economic relations with Russia could be developed. The author warned that Russia would miss no opportunity to pursue political interests along with its effort to cultivate commercial ties.

An unofficial translation of the trade mission's prepared statement is enclosed.

FOR THE CONSUL GENERAL:

John C. Leary

John C. Leary
American Consul

Enclosure:

Unofficial translation of
trade mission statement.

Copies to:

GTI, Washington
Amembassy, Ankara
Amconsulate, Izmir

Statement of the Soviet Trade Mission
September 2, 1957

The Soviet trade mission, which attended the opening of the Izmir International Fair, has been visiting Turkey for the last two weeks.

In the course of that period we had a chance to tour both the Turkish and the foreign pavilions at the Izmir International Fair. The Fair is perfect from a standpoint of organization and location. The stands of Turkish firms reflect the achievements made by Turkey in the course of recent years in the domain of both industry and agriculture.

Compared with last year, all kinds of machines, equipment, instruments and other items are exhibited at the Soviet pavilion in larger quantities, and this demonstrates the desire of Soviet foreign trade agencies to develop their commercial and economic cooperation with Turkey.

The visit of our mission to Turkey is prompted by the desire to establish stronger ties with Turkish business and industrial circles.

We were accorded a most cordial reception by Turkish official and business circles which have expressed a desire to develop commercial and economic relations with the Soviet Union. Turkish industrial and banking circles are interested particularly in the foundation of industrial institutions by the Soviet Union in Turkey.

As may be known, in the past two textile factories were built in Turkey, one at Kayseri and the other at Nazilli, with the help of the Soviet Union. According to what has been told us by Turkish textile manufacturers, those plants are now operating with a very good degree of efficiency.

Recently, the Soviet Tekno-Eksport and the Is Bank concluded an agreement for the foundation of a glass factory with a yearly production capacity of 7.5 million square meters. Also, a protocol has been signed concerning a caustic soda and calcium factory with an annual capacity of 70,000 tons.

Along with many businessmen, we have also met the President of the Union of Chambers, Avunduk, presidents of the Izmir Chambers of Commerce and Industry, Filibeli and Kebar, respectively, the Director General of the Sümer Bank, Akim, Director General of the Emlak Bank, presidents of the Istanbul Chambers of Commerce and Industry, as well as others. In Ankara we were received by the Minister of Economy and Commerce, Abdullah Aker, with whom we had a long talk concerning the development of trade relations between Turkey and the Soviet Union.

We have noted that both the Minister of Commerce and Turkish business circles are interested in the development of economic and trade relations between the Soviet Union and Turkey.

The economic recovery activities have produced on us the strongest impression during our sojourn here in Turkey. We the Soviet people did the same thing in our own country some time ago. We therefore understand the difficulties you encounter in this connection and we wish to hail your achievements. It is our wish that Turkey should succeed also in the reconstruction domain as she has in many other fields.

We deem it a duty to express our gratitude for the very kind interest shown in our regard by members of the Turkish press in the course of our sojourn in Turkey.

- - - - - - - - - - - - -

Istanbul, September 3, 1957

Translated by: A. Bodurgil

AIR POUCH
PRIORITY

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FOREIGN SERVICE DESPATCH

FROM : AMCONSULATE GENERAL, ISTANBUL. 336 DESP. NO.

TO : THE DEPARTMENT OF STATE, WASHINGTON. January 3, 1958 DATE

REF : CERP Section E, Item 1B; Congen despatch 331, December 12, 1957.

For Dept. Use Only	ACTION	DEPT.
	NEA-4	INFO RM/R-2 EUR-5 IRC-8 W/O-1 W/OP-1 S/EWC-1 ICA-2 E-4
	REC'D 1-13	OTHER CW-12 OCB-1 Com-12 TR-3 TAR-2 FRB-2 OSD-4 Army-3 Navy-3

SUBJECT: Additional Information on Soviet Window Glass Factory.

On December 31, 1957 the Istanbul pro-DP paper Son Posta carried a brief story reporting that an Is Bank committee had returned from a visit to Moscow where it had been carrying on "unofficial" discussions about commercial agreements. The story alleged that as a result of negotiations carried on by the committee, certain decisions had been reached relating to machinery for the window glass factory and a caustic soda plant for Turkey. It was stated that the glass machinery is now ready and will be shipped to Turkey in the near future; the plant was reported to cost TL 25 million.

Son Posta further stated that machinery for the caustic soda plant was also ready and that the caustic soda factory is expected to cost TL 70 million. The report added (1) that payment for these plants would be made in goods and (2) that in the next few days a committee representing the interested Turkish private enterprises would also go to Moscow for commercial negotiations.

The Consulate General had not previously heard of any second "mission to Moscow" following the Is Bank group visit in July 1957. When a staff member queried the manager of the Pasabahce Glass Works (who was one of the members of the July mission), he stated that he knew nothing about the departure or return of another group and indicated his doubts as to the accuracy of the story. The Turkish representative of a Belgian firm which is also trying to negotiate to construct a glass plant in Turkey characterized the story as the usual Turkish newspaper nonsense.

Son Posta has been responsible for other stories bordering on the fantastic; the Istanbul press strains vigorously to make news when it is unable to report it. It is also possible that this story is a trial balloon of some kind, intended to excite United States interest in increasing aid to Turkey to counter the Soviet economic threat.

On the more serious side, however, the Consulate General has been informed by the Pasabahce manager, Sahap KOCOTOPCU (who has proved a reliable informant on other occasions) that about a month ago the Turks deposited 2 million Turkish liras at the Central Bank to be made available to the Russians for the purchase of Turkish products, as a partial payment for the projected glass plant. According to Sahap Bey, the total cost of the plant will be TL 25 million, of which TL 8 million will be paid in "foreign currency", with the remaining TL 17 million to be available to the Soviets in lira for the purchase of Turkish commodities.

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FOR THE CONSUL GENERAL:

A. Guy Hope
American Consul

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